

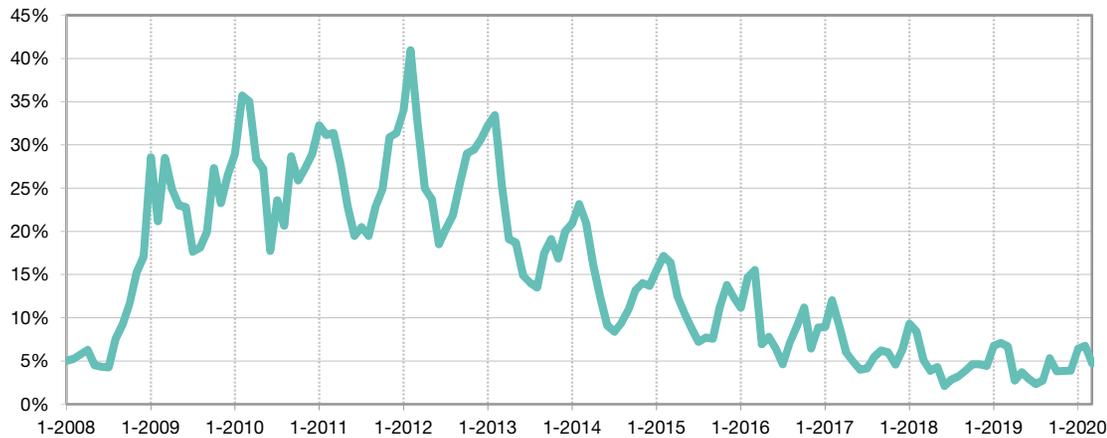
Lender-Mediated Report – March 2020



A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
FOR MEMBERS OF THE NORTH SHORE BARRINGTON ASSOCIATION OF REALTORS®

Lender-mediated properties are those marked in MRED as "Foreclosed," "REO," "Pre-Foreclosure" or "Short Sale." Residential activity only.

Share of Closed Sales that were Lender-Mediated: 4.7%



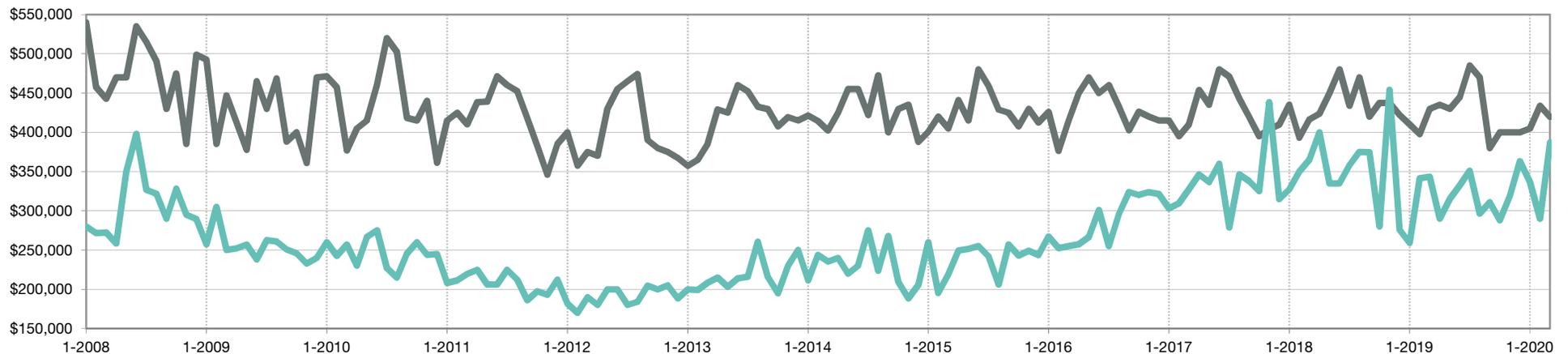
Closed Sales	3-2019	3-2020	+ / -
Traditional	475	582	+22.5%
REO	28	17	-39.3%
Short Sales	6	12	+100.0%
Total Market*	510	611	+19.8%

Median Sales Price	3-2019	3-2020	+ / -
Traditional	\$430,000	\$419,625	-2.4%
REO	\$386,488	\$386,400	-0.0%
Short Sales	\$222,000	\$435,050	+96.0%
Total Market*	\$425,000	\$415,000	-2.4%

* Total Market is not a sum of traditional, REO and short sale activity, as some lender-mediated homes can be listed both as REO and short sale.

Median Sales Prices

— Traditional — Lender-Mediated



Lender-Mediated Report – Activity by Area

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Lender-mediated properties are those marked in MRED as "Foreclosed," "REO," "Pre-Foreclosure" or "Short Sale." Residential activity only. | **Total** represents all traditional and lender-mediated activity. **Share** represents the market share of lender-mediated activity for each area. | Inventory counts are based on **one month of activity** for the current month. Closed Sales, Median Sales Price and Average Sales Price figures are based on a rolling 12-month timeframe through the month indicated.

March 2020

	Homes for Sale Current Month			Closed Sales Last 12 Months			Median Sales Price For the 12 Months Ending...						Average Sales Price For the 12 Months Ending...					
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	3-2019	3-2020	+ / -	3-2019	3-2020	+ / -	3-2019	3-2020	+ / -	3-2019	3-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Bannockburn	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Barrington Area	503	22	4.4%	712	39	5.5%	\$370,000	\$351,000	-5.1%	\$450,000	\$450,000	0.0%	\$411,386	\$423,479	+2.9%	\$522,226	\$506,539	-3.0%
Deerfield	185	7	3.8%	427	13	3.0%	\$374,000	\$381,988	+2.1%	\$483,500	\$442,500	-8.5%	\$407,005	\$389,795	-4.2%	\$519,968	\$500,717	-3.7%
Evanston	341	8	2.3%	1,041	24	2.3%	\$188,500	\$203,500	+8.0%	\$345,000	\$350,000	+1.4%	\$231,039	\$227,485	-1.5%	\$437,913	\$427,547	-2.4%
Glencoe	84	1	1.2%	166	6	3.6%	\$755,575	\$480,000	-36.5%	\$822,500	\$856,500	+4.1%	\$725,692	\$508,750	-29.9%	\$1,152,891	\$1,029,236	-10.7%
Glenview, Golf	333	13	3.9%	870	25	2.9%	\$343,450	\$387,000	+12.7%	\$439,500	\$437,500	-0.5%	\$438,958	\$443,655	+1.1%	\$528,497	\$536,080	+1.4%
Highland Park	282	7	2.5%	534	31	5.8%	\$330,000	\$320,000	-3.0%	\$500,000	\$440,000	-12.0%	\$377,077	\$362,856	-3.8%	\$569,101	\$510,335	-10.3%
Highwood	9	1	11.1%	29	0	0.0%	\$0	\$0	--	\$284,900	\$240,000	-15.8%	\$0	\$0	--	\$360,876	\$321,618	-10.9%
Inverness	112	6	5.4%	127	5	3.9%	\$542,500	\$555,000	+2.3%	\$532,000	\$525,000	-1.3%	\$674,500	\$507,840	-24.7%	\$555,246	\$536,669	-3.3%
Kenilworth	42	0	0.0%	33	1	3.0%	\$942,500	\$875,000	-7.2%	\$1,015,000	\$1,264,250	+24.6%	\$942,500	\$875,000	-7.2%	\$1,292,059	\$1,329,572	+2.9%
Lake Bluff	91	2	2.2%	189	11	5.8%	\$227,500	\$275,000	+20.9%	\$450,000	\$410,000	-8.9%	\$259,393	\$304,291	+17.3%	\$543,163	\$533,865	-1.7%
Lake Forest	297	6	2.0%	366	21	5.7%	\$620,400	\$460,000	-25.9%	\$772,500	\$729,900	-5.5%	\$628,160	\$638,225	+1.6%	\$900,253	\$870,962	-3.3%
Lincolnshire	75	0	0.0%	135	6	4.4%	\$513,150	\$438,000	-14.6%	\$447,375	\$460,000	+2.8%	\$560,325	\$456,500	-18.5%	\$485,856	\$505,441	+4.0%
Lincolnwood	63	5	7.9%	160	7	4.4%	\$285,001	\$331,000	+16.1%	\$354,500	\$379,000	+6.9%	\$313,235	\$301,378	-3.8%	\$412,997	\$390,116	-5.5%
Mettawa	10	0	0.0%	2	0	0.0%	\$0	\$0	--	\$695,000	\$473,650	-31.8%	\$0	\$0	--	\$784,750	\$473,650	-39.6%
Morton Grove	103	5	4.9%	393	21	5.3%	\$269,000	\$279,000	+3.7%	\$308,750	\$302,000	-2.2%	\$280,354	\$302,869	+8.0%	\$313,197	\$308,162	-1.6%
Northbrook	290	5	1.7%	719	27	3.8%	\$565,000	\$332,000	-41.2%	\$457,500	\$461,000	+0.8%	\$563,392	\$449,678	-20.2%	\$519,563	\$506,346	-2.5%
Northfield	63	0	0.0%	121	2	1.7%	\$566,000	\$652,500	+15.3%	\$532,500	\$495,000	-7.0%	\$516,833	\$652,500	+26.2%	\$669,088	\$678,930	+1.5%
Prairie View	7	0	0.0%	10	2	20.0%	\$178,500	\$278,250	+55.9%	\$335,000	\$290,000	-13.4%	\$178,500	\$278,250	+55.9%	\$328,878	\$315,625	-4.0%
Riverwoods	0	0	--	0	0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--	\$0	\$0	--
Skokie	206	9	4.4%	736	36	4.9%	\$260,000	\$251,263	-3.4%	\$295,000	\$296,500	+0.5%	\$286,563	\$262,829	-8.3%	\$305,313	\$307,720	+0.8%
Wilmette	165	3	1.8%	464	8	1.7%	\$531,850	\$387,500	-27.1%	\$645,000	\$670,000	+3.9%	\$715,650	\$428,553	-40.1%	\$748,042	\$758,999	+1.5%
Winnetka	117	3	2.6%	270	3	1.1%	\$540,225	\$498,750	-7.7%	\$1,097,780	\$1,100,000	+0.2%	\$708,408	\$602,583	-14.9%	\$1,402,087	\$1,294,276	-7.7%